

December 2023

UMA's Baltimore Gathering 2023

**Manufacturing Power:
Levers for inclusive action
through production economies**

#GatherUpUMA



**Urban
Manufacturing
Alliance**



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Event Summary

At UMA, we believe that communities need to hold the power to support their own economic destiny. Across three sun-kissed days in October 2023, more than 150 practitioners from all over the country came together to ask questions and dream up answers to questions like:

What do communities, businesses, residents, leaders, and other stakeholders need to understand in order to achieve true, deep impact?

Where does the power for action live, how can it be accessed, and what must change to reach this new impact?

They shared conversations on school buses between tour stops of local manufacturing companies; during a dozen breakout sessions with topics ranging from how to support home-based businesses scale to designing successful succession strategies; at Coppin State University, an Historically Black College and University on Baltimore's West Side; and on neighborhood walks we used to warm up and kick off each day.

Our convening - or as we call it, a Gathering - is an annual opportunity to learn, share, and connect with our attendees serving as our experts. Gatherings are designed to convoke an ecosystem of individuals and organizations who are committed to using manufacturing as a strategy to shift power - and therefore economic opportunity - towards communities. The conversations that took place at Baltimore Unity Hall (appropriately a former labor organizing hall)

were critical at a time as our country confronts challenges that overlap with opportunity: long-simmering manufacturing job shortages, historic economic inequality across place, demands for higher job quality and benefits, the passage of historical federal legislation to support the sector, and ongoing racial justice reckonings within and around businesses and communities.

But we know that power and opportunity are not equally distributed across communities - and without intentional planning and action, the benefits of recent and ongoing investments are less likely to reach those who stand to gain the most.

These facts make it even more important for us to re-state that the Urban Manufacturing Alliance works to transform and reshape manufacturing ecosystems into drivers of just and equitable development that puts communities first. We partner with and convene a diverse network of partners to learn, share, co-design, and scale solutions in which people, places, businesses, and the planet can heal and thrive. And the most critical component of our work is you - the individuals and organizations doing the work on the ground each day.

Our Baltimore Gathering was as much as a time for learning, as it was a time for celebrating the work that you all do, the impacts you're seeing in your communities, and the power we have when we come together.

Yours in partnership,
The UMA Team

A Full Circle Moment: Convening in Baltimore

Andy Cook is the Executive Director of [Made In Baltimore](#), the city's Local Branding Initiative, or "LBI." He and his team encourage investment in Baltimore's economy by growing the market for locally-made goods and supporting the people who make them. We asked Andy, "Why did you want to host the Gathering in Baltimore?" We were honored by his response:

"It was at the UMA Gathering in Philadelphia in 2014 that I first learned what an LBI was, and it literally changed my life. I heard from folks from SFMade and Made in NYC, and thought 'Baltimore could really use something like that.' I came home from that Gathering and decided to start an LBI. Nine years later, here we are.

In fact, UMA did three things that really enabled Made in Baltimore to get off the ground:

- They hosted that Gathering in Philadelphia. It was the first time I felt like I found my people and could learn side by side with them about how to support makers and manufacturers.
- They created the "[How To Start a Local Branding Initiative](#)" toolkit that I followed over the next two years to lay the groundwork for the program that is now Made in Baltimore.
- They selected Baltimore as one of six focus cities for the [State of Urban Manufacturing](#) (SUM) study back in 2017. It was the SUM study that helped to prove that Baltimore had a maker economy, that it was making a tangible

economic impact, and that the barriers that kept that sector from realizing its full potential were possible to surmount.

And that's what our work has been about ever since. So it was obvious to me why I would want to host the UMA Gathering here: it's like a dream come true.

Baltimore is known as a "post-industrial city," implying we have an industrial past, which is true. Starting with sail cloth mills, to the bottling and canning industries, to the steel mills that built the ships for WWII, we have made a lot here. But then, and we all know the story, the industry left for countries where they could pay people pennies and keep dumping their garbage in the rivers. These were a handful of big corporations, and in Baltimore, we put all our eggs in that handful of baskets. And when they left, they took our eggs with them, and we were left without any breakfast.

And people starved. Literally people starved, and continue to starve today. In Baltimore and "post-industrial cities" like us, poverty is the number one challenge, and much of it (not all, but much)



can be traced back to these employers leaving, and our communities feeling *powerless* to stop them.

And that is why we were intentional about choosing the theme of this year's Gathering: Manufacturing Power.

Because we're optimists. We believe Baltimore doesn't just have an industrial past, but an industrial future as well.

We know we can use manufacturing to re-empower our communities and rebuild that wealth right here. But it won't look like it used to.

For starters, we can't treat workers as expendable, and we can't treat communities as dumping grounds. A key to that is actually in having smaller manufacturers, and keeping them accountable to their neighbors.

At Made in Baltimore, we envision a large network of small manufacturers who don't view each other as competitors, but collaborators in

the project of building a strong, more resilient regional economy – one that serves the workers, consumers, and neighbors, as much as it does the owners.

We're trying to walk back globalism a little bit, and it's no small task. But through the Gathering, folks will see the seeds of this vision taking root. There are small- to mid-sized businesses on our tours, all working in community, collaboratively, to:

- Re-build our local economy
- Revitalize our main streets
- Bring wealth and dignity back into our households

That's why I was so excited to host UMA's Gathering in Baltimore – we have a big vision, a collaborative spirit, and a community worth fighting for. And, I wanted more people – locals and visitors from afar – to be as inspired by UMA and the possibilities that manufacturing can bring as I was back in 2014.”



Keynote Speakers



Dr. Ron Williams
Coppin State University



President Anthony Jenkins
Coppin State University



State Senator Antonio Hayes
COPPIN



Leon Pinkett
BARCO

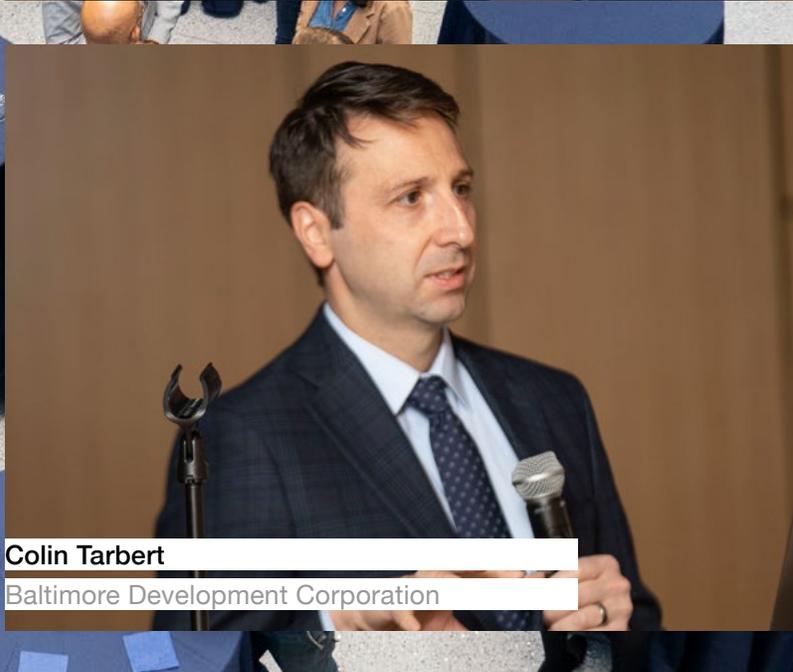


Andy Cook
Made in Baltimore

Keynote Speakers



Bill Henry
Baltimore City Comptroller



Colin Tarbert
Baltimore Development Corporation



Terron Ferguson
Yancy Holdings

Rapid Share Presenters



Antonio Logan
Jane Addams Resource Corporation



Claudia Freeland Jolin
Downtown Partnership of Baltimore



Regan Brewer Johnson
Jane Addams Resource Corporation



Laura Cohen
Open Works



Jay Nwachu
Innovation Works Baltimore

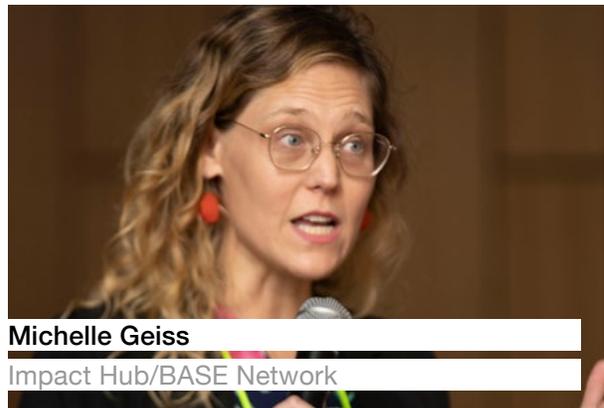
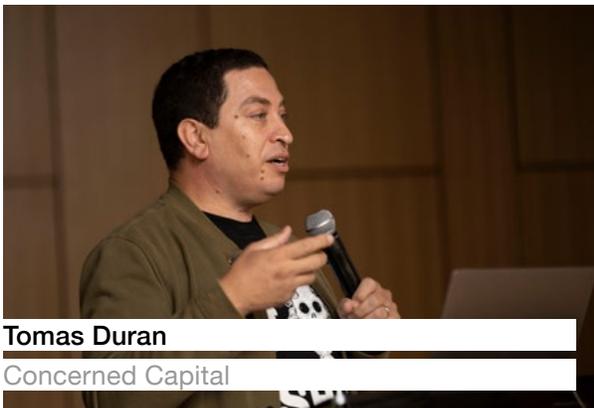


Shaun Preston
Baltimore City Recreation & Parks/Camp Small

"I was proud that we could show UMA's network that Baltimore has made significant local progress in building an integrated small manufacturing ecosystem in the last ten years. There have been efforts around supply chain, marketing, small business support programs, real estate, and workforce. The connective tissue is building community around making."

-Will Holman, Executive Director of Open Works

Rapid Share Presenters



Breakout Sessions



How to Leverage SSBCI Dollars to Support Manufacturing

Ron Kelly, Department of US Treasury

Audra Ladd, UMA

Makerspaces and the Solidarity Economy

Miranda Mishan, Portland State University

April Lewis, Open Works

Taylor Boone, Open Works

Equity Barriers in Workforce Development

Sue Mason, Susan Mason Consulting

Michelle Burris, The Century Foundation

Circularity and Supply Chain in the Flexible Product and Sewn Goods Industry

Deborah Vandemar, Seattle Good Business Network

Jeremiah Jones, SewLab USA

Urban Manufacturing 101

Adam Friedman, Pratt Institute & UMA

Katy Stanton, UMA

Supporting & Scaling Home-Based Businesses

Andy Cook, Made in Baltimore

Patricia Ofori, Make Space

Supply Chains & Recent Federal Industrial Policy Legislation

Howard Wial, ICIC

Daniel Chow, MBDA



Breakout Sessions



Connecting the Urban and Rural Divide via Manufacturing

Lou Tierno, American Sustainable Business Network

Amanda Woodrum, ReImagine Appalachia

How a Community-Centered Inclusion Agenda Can Drive Growth in Industrial Districts

Andrea Devening, LISC

Juan Gutierrez, SW Detroit Business Association

Michelle Rubin, LISC Detroit

Tom Goddeeris, Detroit Future City



Federal Investment in Developing an Inclusive Regional Workforce

Brittany Stich, Employment & Training Administration

Lark Jackson, National Center for Women's Equity in Apprenticeship and Employment



Partnerships to Buy and Sell Manufacturing Businesses

Audra Ladd, UMA

Taji Amani, BRED

Tomas Duran, Concerned Capital

Advocacy for Micro-Businesses through Ecosystem Building

Michelle Geiss, Impact Hub/BASE Network

Jay Nwachu, Impact Capital



Tours

“It was an incredible event! I learned so much and met some fabulous people. Thanks to the UMA team for doing this work and for bringing it here.”

-jamyla bennu, mixtress & creator at Oyin Handmade

Hybrid Manufacturing and Retail Spaces

KSM Candle Co

Lottie's Place

Hex Ferments

Oyin Handmade

Circular Economy

Camp Small

Blue Light Junction

Open Works

Sandtown Millworks

Sewn Trades Comeback

The EMAGE Center

SewLab USA

Different Regard

Wine and Chocolate

Bmore Made With Pride Kitchen

Jinji's Chocolate

The Wine Collective



Tours



Tours



Tours



The Local Co-Hosts

We are grateful to Made in Baltimore and Coppin State University for bringing UMA to your world-class city. They warmly welcomed us and provided the backbone support for the Gathering.



The Host Committee

Fourteen true-believers helped us shape this from the start, from choosing the venue, to the theme, to the vendors and presenters. They helped us recruit an incredible audience, and of course showed up during the event to volunteer in many ways. We thank them for accepting the challenge!

Host Committee members: Rasheed Aziz, Jamyla Bennu, Kim Clark, Cecilia Grimm, Beth Harber, Will Holman, Jeremiah Jones, Jon Law, April Lewis, Antonio Logan, Darryl Patterson, Ilana Preuss, Alex Walinksas, and Dr. Ron Williams.



The Sponsors

The support of our sponsors was the fuel that made the engine turn, and allowed us to host our guests with class, quality, and professionalism. We are continually grateful for your partnership.

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